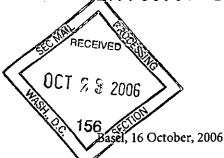
Investor Update

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Roche





SUPPL

Science Magazine ranks Roche No. 3 among Top Employers in the Biotech and Pharmaceutical Industries

For the fifth consecutive year, Roche was named to Science's list of Top 20 Employers in the Biotech and Pharmaceutical Industry, moving up in rank for the fourth straight year to number three on the list, selected from more than 330 companies. Genentech, also a member of the Roche Group was again ranked number one.

Roche was singled out in three areas: being an innovative leader in the industry, having work culture values that are aligned with personal values and having a clear vision of where it is headed.

"At Roche, our success is based on scientific innovation. Talented people working are the major factor in that success," said Jonathan Knowles, member of the Roche Corporate Executive Committee and Head of Global Research. "The exciting scientific environment we have created, the unique way in which we share knowledge within the company and with our partners in our innovation network, as well as how we develop people helps us to attract new talent and retain the talented people we have," added Knowles.

"We are very proud of the recent *Science* recognition and other workplace honors that validate our commitment to being an employer of choice," said Gottlieb Keller, member of the Roche Corporate Executive Committee and head Corporate Services and Human Resources.

The Top 20 list was the result of a month-long online survey by *Science* of readers, subscribers and others working in the biotech and pharmaceutical industry. Participants rated 330 companies on 42 different attributes from seven different categories: corporate image, leadership and direction, financial prowess, work culture/environment, work/life balance, academics and collegial exchange, and compensation and benefits.

F. Hoffmann-La Roche Ltd

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#### **About Roche**

Headquartered in Basel, Switzerland, Roche is one of the world's leading research-focused healthcare groups in the fields of pharmaceuticals and diagnostics. As a supplier of innovative products and services for the early detection, prevention, diagnosis and treatment of disease, the Group contributes on a broad range of fronts to improving people's health and quality of life. Roche is a world leader in diagnostics, the leading supplier of medicines for cancer and transplantation and a market leader in virology. In 2005 sales by the Pharmaceuticals Division totalled 27.3 billion Swiss francs, and the Diagnostics Division posted sales of 8.2 billion Swiss francs. Roche employs roughly 70,000 people in 150 countries and has R&D agreements and strategic alliances with numerous partners, including majority ownership interests in Genentech and Chugai. Additional information about the Roche Group is available on the Internet (www.roche.com).

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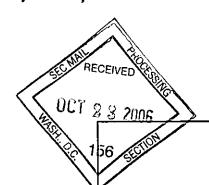
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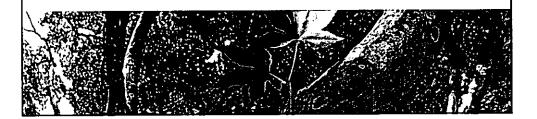
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Roche

# Roche Third quarter 2006

Basel, October 17, 2006





This presentation contains certain forward-looking statements. These forward-looking statements may be identified by words such as 'believes', 'expects', 'anticipates', 'projects', 'intends', 'should', 'seeks', 'estimates', 'future' or similar expressions or by discussion of, among other things, strategy, goals, plans or intentions. Various factors may cause actual results to differ materially in the future from those reflected in forward-looking statements contained in this presentation, among others:

- 1 pricing and product initiatives of competitors;
- 2 legislative and regulatory developments and economic conditions;
- 3 delay or inability in obtaining regulatory approvals or bringing products to market;
- 4 fluctuations in currency exchange rates and general financial market conditions;
- 5 uncertainties in the discovery, development or marketing of new products or new uses of existing products, including without limitation negative results of clinical trials or research projects, unexpected side-effects of pipeline or marketed products;
- 6 increased government pricing pressures;
- 7 interruptions in production
- 8 loss of or inability to obtain adequate protection for intellectual property rights;
- 9 litigation;
- 10 loss of key executives or other employees; and
- 11 adverse publicity and news coverage.

Any statements regarding earnings per share growth is not a profit forecast and should not be interpreted to mean that Roche's earnings or earnings per share for this year or any subsequent period will necessarily match or exceed the historical published earnings or earnings per share of Roche.

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# Group

Dr. Erich Hunziker Chief Financial Officer

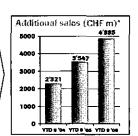


#### **Summary**

Continuous strong sales growth- well above the industry level

· Strong growth adding substantial sales

	2005	vs. 2004	2006 vs. 200		
	Qз	Q4	Q1	Q2	Qз
Pharmaceuticals	21	34	19	19	25
Diagnostics	6	3	3	5	6
Roche Group	17	26	15	16	20



- New area concept for the Basel site
- · Currency: impact of USD gets smaller

Roche

# YTD Sept '06: Sales

Strong Pharma sales growth

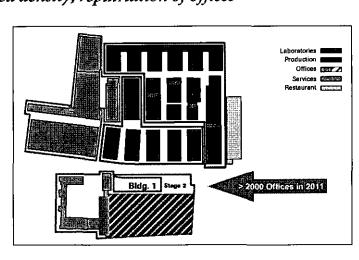
Roche	

	2005 CHF m	2006 CHF m	% char CHF	nge in Iocal	% USD growth
Pharmaceuticals	19,434	23,912	23	21	20
Roche Pharma	12,169	14,921	23	20	19
Genentech	4,632	6,522	41	37	37
Chugai	2,633	2,469	-6	-2	-9
Diagnostics	6,008	6,415	7	5	4
Roche Group	25,442	30,327	19	17	16

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# **Basel site development - master plan** *Increased density, repatriation of offices*

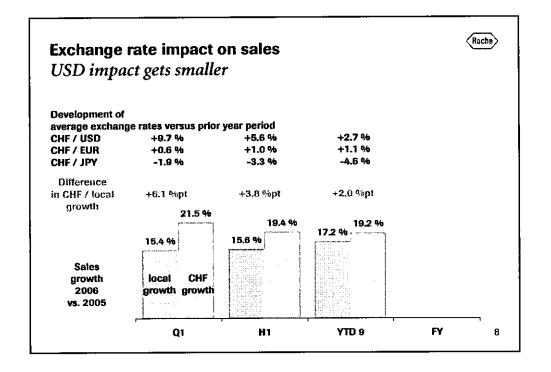






# Basel site development – adjusting infrastructure to business needs

- · Repatriation of 2,000 employees back on site (Building 1)
- · Replacement and expansion of an existing R&D building (Building 97)
  - demanded by department of building regulation
  - further lab space needed
- Accounting
  - total investment: CHF 550m for Bldg 1, CHF 250m for Bldg 97
  - PP&E depreciation over 50 yrs, starting from 2011
  - minor impact on income statement as savings on rent roughly balance depreciation charge
  - cash outflow spread between 2007 to 2011



#### Our growth objectives for 2006



#### Sales

- · Double-digit growth1 for Group and Pharmaceuticals
- · Above market growth for Pharmaceuticals and Diagnostics

#### Core EPS target

· Growth above sales growth

1 in local currencies

barring unforeseen events

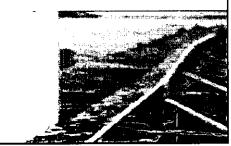
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# **Diagnostics Division**

Severin Schwan CEO Division Roche Diagnostics





#### YTD Sep '06: Highlights in Diagnostics



- Sales rose 5 % in local currencies, 7 % in CHF (Q3 '06: +6 %1)
- FDA import alert Accu-Chek insulin pumps lifted
  - Accu-Chek Spirit launched in US
- cobas 6000 analyzer series successfully installed in key EU and Asia Pacific markets
  - US launched at AACC meeting, roll-out commenced Q3 '06

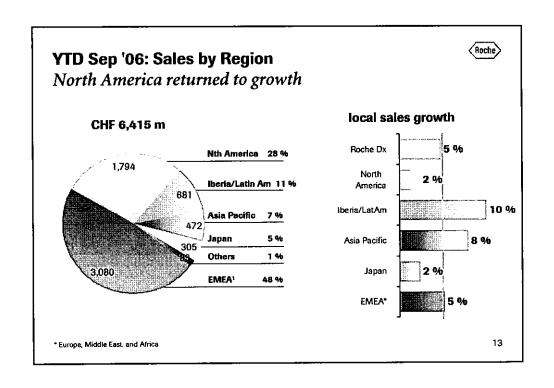
1 local growth

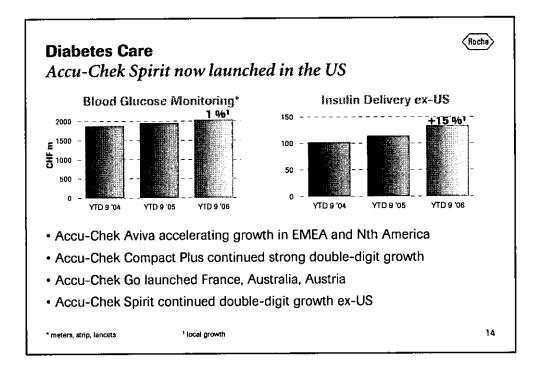
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# YTD Sep '06: Sales by Business Area Above market growth in Q3



CHF m	Y	% change in		
	Sept '05	Sept '06	local	CHF
Diabetes Care	2,086	2,176	2 %	4 %
Molecular Diagnostics	859	909	4 %	6 %
Centralized Diagnostics	2,141	2,283	5 %	7 %
Near Patient Testing	521	588	11 %	13 %
Applied Science	401	459	12 %	14 %
Roche Diagnostics	6,008	6,415	5 %	7 %

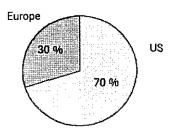




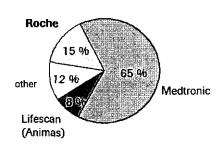
# Insulin infusion business offers growth up-side US team poised to re-enter market



Insulin Infusion CHF 1 bn 2005 CAGR 05-10E 11-12 %



Global est. market share Roche # 2 position



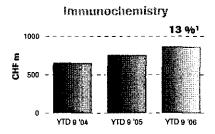
Source: Roche analysis, company reports, Boston Biomedical Consultants, HSBC

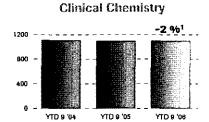
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## **Centralized Diagnostics**

## Immunochemistry continues strong growth







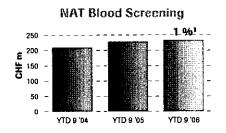
- · Immunochemistry growth nearly three 3 times market
  - EMEA strong contributor (+11 %) in a mature market
  - cardiac marker Elecsys proBNP remains reagent driver
- Launch of cobas 6000 analyzer series strengthening our position
  - launched in Europe, Asia Pacific and the U.S.

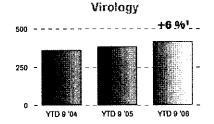
1 local growth

#### **Molecular Diagnostics**

Roche

Roll-out new blood screening platform on-track





- Multiplex HIV/ HCV/ HBV test on fully automated cobas s 201 system now available in all European countries
- Virology growing from intensified marketing of Cobas AmpliPrep/ Cobas TagMan systems in Eastern European and Asia
- FDA filing Amplicor HPV Test and Linear Array HPV Genotyping Test ontrack for early 2007

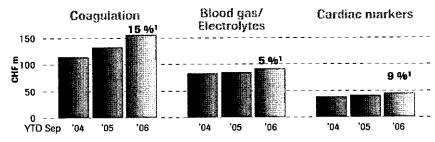
1 local growth

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# **Near Patient Testing**

Roche

New products providing strong growth



- · Increasing move towards patient self coagulation monitoring
  - EMEA continues to be main growth driver
  - received FDA approval of CoaguChek XS for professional use
- Cardiac proBNP used in number of Pharma clinical trials

1 local growth



# Review of Diagnostics intangible assets

Updated following Disetronic re-entry into US

- Regular updating of business plans and technology assessments indicated potential impairment issues.
- · Preliminary assessment shows impairment charges needed
  - Up to CHF 200 m impairment of intangible assets will be booked in 2006 (mainly due to Disetronic)
- · No impairment on Goodwill
- · Impairment will have no effect on Core EPS

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#### Key growth drivers in 2006



Commercialise assets on hand; prepare market for new drivers

<del></del>	Key 2005 Launches	Key 2006 Launches*
Diabetes Care	Accu-Chek Aviva     Accu-Chek Compact Plus     Accu-Chek Multiclix     Accu-Chek Spirit     Accu-Chek D-TRONplus	•Accu-Chek Go   ✓
Centralized Diagnostics		•cobas 6000 analyzer series •cobas 4000 analyzer series •cobas IT 3000 & 5000 ✓
Molecular Diagnostics	•COBAS AmpliPrep/ COBAS TaqMan •AmpliChip CYP450 Test	•cobas s 201 system & MPX Test •LightCycler SeptiFast Test
Near Patient Testing	Cardiac NT-proBNP     CoaguChek XS	CoaguChek XS Plus     ✓
Applied Science	Genome Sequencer 20     LightCycler 480 instrument	,

Divisional sales growth outlook

Above market growth in local currencies

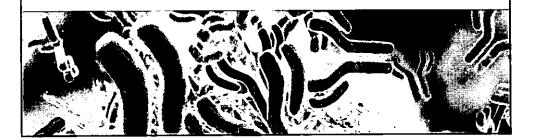
\* Subject to appropriate regulatory approvals; US launch may be later

barring unforeseen events



#### **Pharmaceuticals Division**

W. M. Burns CEO Division Roche Pharmaceuticals

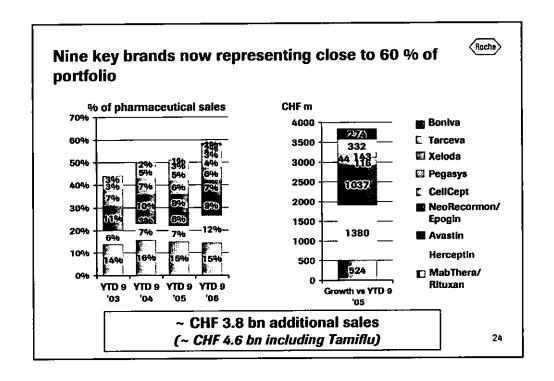


# YTD Sep '06: Highlights in Pharma Growth further increased in Q3



- Sales increase to CHF 23.9 bn, +21 % almost four times faster than global market
- · Market share rise from 4.4 % to 4.7 %
  - sixth place among the world's biggest Pharma companies up from eighth last year
  - now no. 1 specialty care company
- · Oncology continues to deliver strong growth (+41 %)
- 16 approvals in major markets, including worldwide marketing approvals for MabThera/Rituxan in rheumatoid arthritis, for Herceptin in early breast cancer (EU) and for Avastin in non-small cell lung cancer (US)
- 15 regulatory filings in major markets, including Mircera for the treatment of renal anemia and Avastin for the treatment of lung and breast cancer
- 22 new alliances/ partnering deals signed
- More than 45 key publication on Roche's major pharma products in peer reviewed journals
  - more than 450 publications in total

Roche Pharma grov	ving foi	ır tii	nes th	ie wor	ld mar	ket	
Sales CHF m	YTD		YTD	% cha	inge in	USD	
	Sep '05	Se	p '06	CHF	local	growth	
Roche Pharma	12,169	,	14,921	23	20	19	
Genentech	4,632	:	6,522	41	37	37	
Chugai	2,633	3	2,469	-6	-2	-9	
Pharmaceuticals	19,434	23	3,912	23	21	20	
Quarterly local growth	2005 v	/s. 20	04		2006 <b>v</b> s.	2005	
	Q3	Q4	1	Q1	Q2	Qз	
Roche Pharma	17	32		19	15	25	
Genentech	42	49		40	39	, 33	
	7	22		8-	1 I .	2	



#### Pharma sales YTD Sep '06



# Outgrowing the market through differentiated medicines

Total <sup>3</sup>	71 %/ 64 % 7	32 %/ 28 %¹	
Renal Anemia <sup>3</sup>	3 %	2 %	7 %²
Virology	16 %/ 9 %¹	24%/ -2 %1	8 % <sup>1,2</sup>
Transplantation	6 %	6 %	7 %2
Oncology	46 %	41 %	23 %²
	% of pharma sales	local growth	marke growti

Total	85 %	21 %	6 %
Еигоре	33 %	23 %	5 %4
Japan	10 %	-2 %	-1 % <sup>4</sup>
North America	42 %	27 %	7 %4

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<sup>2</sup> IMS MAT Q2 2006

<sup>3</sup> excl. Epogin

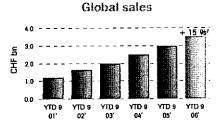
\*IMS YTD July 2006

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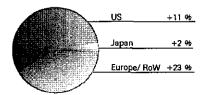
#### MabThera / Rituxan

# Continued strong growth in oncology





#### local growth

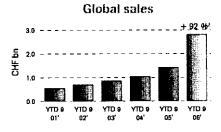


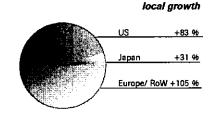
- · Sales of CHF 3.5 bn
- Six new indications received this year including maintenance therapy following relapse (EU), following 1st line (US) iNHL and RA (TNF inadequate responders, EU and US)
- · First sales contribution from RA in US
- Phase II study for relapsing-remitting multiple sclerosis (RRMS) met primary endpoint
  - phase II/III in primary-progressive MS ongoing (recruitment completed Q4 '05)
- Large phase III program in RA (DMARD inadequate responders) on track
   local growth

#### Herceptin

## Roche

#### Sales surpassed CHF 1 bn in last quarter





- · Sales of CHF 2.8 bn adjuvant usage driving growth
- High growth rate in Europe/ RoW driven by increased penetration in early breast cancer and launch in additional countries
- Phase III (TAnDEM) data presented at ESMO
  - Herceptin added to hormonal therapy prolongs progression-free survival for patients with HER2-pos/ ER-pos mBC (4.8 m vs. 2.4 m; p-value = 0.0016)
  - filed in EU in October

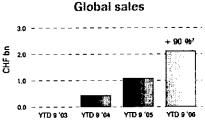
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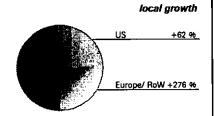
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#### **Avastin**

# Approved in US for NSCLC in October





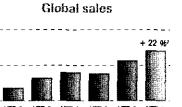


- · Sales of CHF 2.1 bn
- First-line mBC filed in EU in July
  - submission currently proceeding as planned
- · NO16966 (1st-line mCRC combo) showed significantly improved PFS
  - comprehensive file to be submitted to EU regulators in H1 '07 (synchronised with Xeloda filing)
- Phase III 1st-line RCC data expected around year-end
- Recruitment completed: NSABP CO-8 (adj CC, US), AVAIL (NSCLC, EU), AVITA (pancreatic, EU)
- First patient randomized: AVEREL (mBC combo Herceptin, docetaxel) and AVASQ (squamous NSCLC)
- local growth

#### Xeloda

#### Roche

#### New data to be used to expand CRC label





Europe/RoW +23 %

- . Sales of CHF 711 m
- · Gastric cancer filed in EU in July
- · NO16966 (1st-line mCRC combo) showed
  - · at least equivalent efficacy to infusional 5-FU combination with oxaliplatin
  - · also showed XELOX non-inferior to FOLFOX when used in combination with Avastin
  - final data analysis of NO16967 (2nd-line mCRC combo) early 2007
  - combined file to be submitted to US and EU regulators in H1 '07

- Combined the to be submitted to 00 and 20 regulators in th

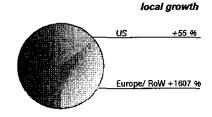
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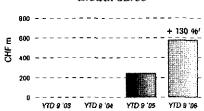
#### **Tarceva**

## Strong rollout in Europe



## Roche





- Sales of CHF 578 m
- Re-examination of Tarceva data for the treatment of pancreatic cancer requested from CHMP in September
  - CHMP opinion expected by year-end
- Phase III (RADIANT) to support expanded labeling for use in adjuvant NSCLC started recruitment

1 local growth

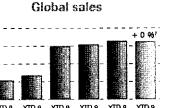
#### **Anemia franchise**

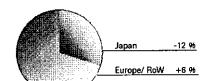
## Sales steady in a highly competitive market



local growth

Roche





- · Sales of NeoRecormon/ Epogin of CHF 1.6 bn
- NeoRecormon growing in renal (+2 %¹) and oncology (+10 %¹)
- · Mircera filing application for renal anemia under review in US and EU
  - seven abstracts accepted for presentation at ASN (Nov 14-19) including results from the two 'correction' studies (AMICUS and ARCTOS)
- International Trade Commission decided in Roche's favor terminating the investigation of the importation of Mircera

1 local growth

<sup>2</sup>American Society of Nephrology Annual Meeting

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#### **CellCept and Pegasys**

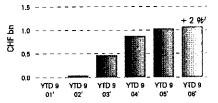
## Roche

#### Global CellCept sales

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- · Sales of CHF 1.4 bn
- US (+14 %); Japan (+18); EU/ RoW (0%)
  - RoW sales affected by generics in some Latin American countries
- Phase III (induction) in lupus nephritis completed recruitment (Aspreva)
  - filing on track for 2007

#### Global Pegasys sales



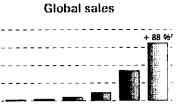
- Sales of CHF 1.1 bn
- Fast Track designation for R1626, polymerase inhibitor for treatment of HCV
  - phase II started recruiting (in combo with Pegasys)
- Alliance with Intermune (protease inhibitor, starting phase I year-end)

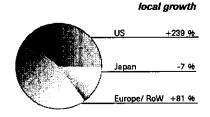
1 local growth

#### Tamiflu

#### Roche

#### Some governments increasing population coverage





- · Sales of CHF 1.6 bn
- · Japan: high 2005 base
- Estimated Government sales of CHF 1.6 1.7 bn in 2006
  - CHF 600 700 m in Q4 '06

1 local growth

33

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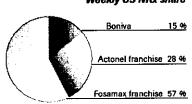
#### Boniva / Bonviva

## Raising prospect of better treatment outcomes

Q2 '05 Q3 '05 Q4 '05 Q1 '06 Q2 '06 Q3 '06

Global quarterly sales

# Weekly US NRx share<sup>2</sup>



- · Sales YTD 9 months of CHF 309 m
- US main sales contributor weekly NRx share around 15 %
- · Launches continuing across Europe and rest of the world
- Data presented in September at ASBMR showed patients on monthly Boniva tend to stay on treatment significantly longer than those taking weekly bisphosphonates

1 local growth

<sup>2</sup>IMS week 39

#### Q3 '06 pipeline update

# Eight phase III trials completed recruitment

#### Phase III trials started

- Avastin: AVEREL (mBC)
- Avastin: AVASQ (NSCLC squam.)

#### Recruitment completed in phase III

- Actemra: OPTION (RA)
- Actemra: TOWARD (RA)
- Actemra: AMBITION (RA)
- Actemra: RADIATE (RA)
- · CellCept: Lupus Nephritis
- Avastin: AVAIL (NSCLC)
- Avastin: NSABP C0-8 (adj. CC)
- Avastin: AVITA (pancreatic Ca)

#### **Trials completed**

- Avastin/Xeloda: NO16966 (mCRC)-phase III
- MabThera: HERMES (RRMS)-phase II

#### Moved to next phase

- . R1626: to phase II (HCV)
- R1579: to phase I (T2D)

#### Compounds in-licensed

- R1583: from lpsen (T2D)
- · R3477: from Actelion (AI)
- · R7204: from Plexxikon (malig. melanoma)
- From InterMune (HCV)

#### Compounds discontinued/ amended

- R411: asthma (phase II); back up in Phase I<sup>1)</sup>
- · R873: MED (phase II); not differentiated enough
- R1438: T2D (phase II); back- up in Phase I<sup>2)</sup>

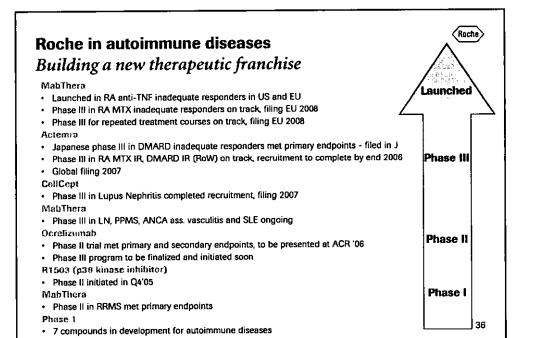
#### **Filings**

- · Xeloda: gastric Ca EU
- Avastin: NSCLC EU
- Avastin: mBC EU
- · Herceptin: mBC combo hormonal EU

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Roche

#### -1) following FDA ruting on class of integrin entagonists, now developed in MS -2) continue with back-up in Phase I- candidate with differentiated target profile.



## Roche in metabolic/ cardiovascular diseases Major decision points within the near future

R1583 (GLP-1)

- · Phase II data on immediate release formulation presented at ADA'06
- · Start of phase II with sustained release formulation early 2007
- Filing post 2009

R1440 (GKA)

- Phase II started Q4'05
- · First phase II data available 2007
- Filing 2009

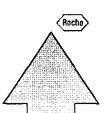
R1658 (CETP inh)

- · First phase II completed efficacy and safety confirmed
- · Phase II safety trial ongoing
- · Go/ No go decision for phase III in 2007
- Filing post 2009

Phase I

- 2 compounds in development for T2D
- · 2 compounds in development for dyslipidemia

4 compounds in development for metabolic/ CV diseases



Phase II

Phase I

Phase 0

(Roche)

#### Further strong newsflow expected 10 phase III and 5 phase II to be completed until mid 2007

Oncology: 4 phase llt, 2 phase ll, 3 phase l

- EU filling mCRC label extension
- Phase III data available AVOREN, CALGB 90206 (RCC)
- Final analysis AVAIL (NSCLC)
- Recruitment completed AVANT (adj. CC), AVADO (mBC)
- Start of phase III in adj. NSCLC, ovarian Ca

- · Global filing mCRC label extension
- Final analysis mCRC 2nd line

MabThera

Recruitment completed PRIMA (INHL 1st line maintenance)

Omnitarg

- Phase II data available
- R1492/R1584 (EpoD)

R547 (CDK-Inh) · Go/ No go decision for phase II

R1530 (MAJ) Go/ No go decision for phase II

- Anemia
- · Phase III correction data to be presented at ASN 06

Autoimmune diseases: 6 phase III, 1 phase II

Actemra

- Final analysis of 4 phase III trials (RA)
- Recruitment completed LITHE (RA)

MabThera

- Recruitment completed SERENE and SUNRISE (RA)
- Phase II data (HERMES) in RRMS to be presented

Go/ No go decision for phase III in RRMS

CollCopt

- · Final analysis phase III Lupus Nephritis
- Final analysis phase III Myasthenia Gravis
   Ocrelizumati

Phase II (ACTION) to be presented at ACR '06

- Start of phase III in RA R1503 (p38 kinase inh)
- First phase it date available

Metabolic/ Cardiovascular diseases: 2 pinase II

R1583 (GLP-1)

Start of phase II with sustained-release formulation

R1440 (GKA)

- First phase II data available R1658 (CETP Inh)
- Phase II completed
- · Go/ No go decision for phase III





Phase III results	Status
Mircera – renal anemia in dialysis patients (AMICUS)	Filed EU and US April '06
Mircera - renal anemia in pre-dialysis patients (ARCTOS)	Filed EU and US April '06
Xeloda - gastric Ca (ML17032)	Filed EU Q3' 06
Xeloda – oesophagogastric Ca (REAL2)	Filed EU Q3' 06
Actemra - RA (Japanese S&S)	Filed Jp April '06
Herceptin - mBC combo hormonal (TAnDEM)	Filing EU Q4* 06
Herceptin – adjuvant BC (HERA FU)	Approved EU H1'06
MabThera - RA TNF IR (REFLEX FU)	Approved EU and US H1 '06
Avastin/Xeloda - mCRC combo oxaliplatin (NO16966)	Filing H1'07
Avastin - pancreatic Ca (CALGB 80303)	AVITA continues, Filing EU '08
Bondronat - Metastatic Bone Pain	Stopped due to slow recruitmer

2004-2006: 33 out of 35 phase III trials met primary endpoints

30

# Our objectives for 2006 - Pharmaceuticals



Announced for 2006

	Compound	Phase .	Indication	Data	Status Q3
_	Mircera (CERA)	111	Renal anemia (correction)	Final	1
data	CellCept	131	Lupus nephritis (Induction phase)	Final	
ğ	Herceptin	DI.	mBC combo hormonal (TAnDEM)	Final	4
cal	Xeloda	III	mCRC 2nd line	Final	
linical	Avastin	III	NSCLC 1st line (AVAIL)	Interim	4
ပ	Avastin / Xeloda	III	mCRC 1st line combo extension	Final	4
or	R1658	11	Dyslipidemia	Final	*
Major	R873	lla	MED	Final	<ul><li>✓ (disc.)</li></ul>
	Avastin / Tarceva	II	NSCLC 2nd line	Final	· ·
	R1594	II	RA	Final	

	Compound	Indication	Status Q3
	Mircera (CERA)	Renal anemia	ν
	Avastin	NSCLC 1st line	< (US)
Filings	Avastin	mBC 1st line	
	Avastin/ Xeloda	mCRC 1st line extension	
-	Herceptin	Adjuvant BC	·
	Herceptin	mBC combo hormonal (EU)	
	Xeloda	mCRC 1st line combo	

# Divisional sales growth

Double-digit growth in local currencies

barring unforeseen events



Appendix

#### Roche Diagnostics quarterly sales & local growth<sup>1</sup> Q3 '05 Q4 '05 Q1 '06 Q2 '06 Q3 '06 CHFm % loc CHFm % loc CHF m % loc CHF m % loc CHF m % loc 746 6% 5% 748 713 7% 793 -1% 682 -5% Diabetes Саге 775 2% 5% 760 7% 748 Centralized 712 5% 765 4% Diagnostics 297 7% 312 5% 300 1% Molecular 303 5% 312 5% Diagnostics 8% 193 9% 200 14% 195 9% **Near Patient** 180 9% 204 Testing 130 1% 161 19% 159 10% 148 10% 152 17% Applied Science 2,143 **DIA Division** 2.091 3% 2,181 5% 6% 2.038 6% 2.235 3%

1 2005 vs. 2004 for Q3 to Q4 '05, 2006 vs. 2005 for Q1 to Q3 '06

43

44

Roche YTD Sep '06: Diagnostics local sales By region & Business Area (vs. YTD Sep '05) Global Nth Am. **EMEA** RoW CHF m % loc growth CHF m % loc growth CHF m % loc growth % loc growth CHF m 6 Diabetes Care 2,176 2 639 -3 1,191 4 346 909 4 310 2 300 9 299 2 Molecular Diagnostics 2,283 5 432 0 1,158 4 693 9 Centralized Diagnostics 6 15 251 9 111 **Near Patient Testing** 588 11 226 14 **Applied Science** 459 12 188 15 180 9 91 1,795 7 2 3,080 5 1,540 5 **Roche Diagnostics** 6,415

# 2006: Key planned product launches\* (1)



	Product	ΒA¹	Indication	Region
1	CoaguChek XS Plus	NPT	Handheld system for coagulation monitoring for professional use	Global
1	LightCycler SeptiFast Test	MD	Blood based test to rapidly detect major bacterial & fungal pathogens causing sepsis	EU
1	cobas s 201 & MPX Test	MD	Multiplex detection test for screening blood for HIV, HBV & HCV on the automated cobas s 201 system	EU
1	Accu-Chek Go (new)	DC	Successor meter for Accu-Chek Go offering improved features and design	Global

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# 2006: Key planned product launches\* (2)



	Product	BA¹	Indication	Region
1	cobas 6000 analyzer series	CD	Next generation modular system consolidating clinical chemistry and immunochemistry testing for medium to large workload laboratories; combines <b>cobas c</b> 501 & <b>cobas e</b> 601 modules	Global
	cobas 4000 analyzer series	CD	Next generation modular system consolidating clinical chemistry and immunochemistry testing for small to medium workload laboratories; links cobas c 311 & cobas e 411 modules with the PSM data manager	Global
	cobas c 111 analyzer	CD	Standalone clinical chemistry and electrolyte analyzer for extra- small workload laboratories	Global
1	cobas IT 5000 solution	CD	Lab Information System (LIS) supporting complete IVD testing, from order entry to result reporting	Global
	cobas IT 3000 solution	CD	Central Lab Data Management System (WAM) consolidating instrument interfacing	Global

<sup>&</sup>lt;sup>1</sup> Business Areas: Applied Science (AS), Near Patient Testing (NPT), Molecular Diagnostics (MD), Diabetes Care (DC)

\* Subject to appropriate regulatory approvals; US launches may be later than indicated

<sup>&</sup>lt;sup>1</sup> Business Area: Centralized Diagnostics (CD)
\* Subject to appropriate regulatory approvals; US launches may be later than indicated

# Pharma sales YTD Sep '06 (vs. '05)

Roche

Out of top 20 products, 18 are growing

	Glob	al	US		Japa	ın	Europe/RoW		
		%	9/6		· %				
	CHF m	loc	CHF m	loc	CHF m	loc	CHF m	loc	
MabThera/Rituxan	3,525	15	1,959	11	138	2	1,428	23	
Herceptin	2,822	92	1,149	83	110	31	1,563	105	
Avastin	2,130	90	1,582	62	-	-	548	276	
NeoRecorm/Epogln	1,635	0	-	-	489	-12	1,146	6	
Tamiflu	1,630	88	637	239	236	-7	757	81	
CellCept	1,357	7	677	14	23	18	657	0	
Pegasys	1,074	2	325	-11	47	-24	702	12	
Xeloda	711	22	272	24	20	-4	419	23	
Tarceva	578	130	372	55	l -	-	206	1607	
Xenical	523	7	87	15	-	-	436	6	
Xolair	392	34	392	34	-	-	_	-	
Kytril	381	4	156	3	99	6	126	3	
Nutropin	362	1	352	1	-	-	10	6	
Cymevene/Valcyte	349	20	182	23	-	-	167	16	
Pulmozyme	320	9	184	6	il -	-	136	12	
Rocephin	312	-60	23	-95	42	0	247	-14	
Boniva	309	768	269	667	l -	-	40	-	
Neutrogin	279	10	-	-	279	10	-	-	
Activase/TNKase	267	16	234	15	-		33	17	
Dilatrend	234	-6	-	•	l -	-	234	-6	

# Pharma sales YTD Sep '06 (vs. '05)



Other launches since January 2003<sup>1</sup>

	Gloi	bal	US		Japa	an	Europe/RoW		
	CHF m	% loc	CHF m	% loc	CHF m	% loc	CHF m	% loc	
Fuzeon	221	22	108	18	-	-	113	25	
Lucentis	205	-	205	-	-	-	-	-	
Copegus	170	-48	18	-88	-	-	152	-12	
Evista	101	54	-	-	101	54	-	-	
Raptiva	94	6	94	6	-	- '	í -	-	
Renagel	46	19	-	-	46	19	-	-	
Actemra	3	657	-	-	3	657	-	-	
Femara	2	-	-	-	2	-	-	-	

1 other than launches already covered in Top 20

# Pharma local sales growth<sup>1</sup> in % Global top 20 products

Roche

Q3 

	Q4	
MabThera/Rituxan	23	
Herceptin	77	
Avastin	127	
NeoRecormon/Epogin	12	
Tamiflu	631	1
CellCept	25	l
Pegasys	17	l
Xeloda	47	l
Tarceva	722	l
Xenical	9	l
Xolair	57	l
Kytril	5	
Nutropin	4 23	
Cymevene/Valcyte	15	
Pulmozyme Rocephin	-55	1
Boniva	-55	
Neutrogin	18	
Activase/TNKase	23	
Dilatrend	3	
		2005
1 Q4; 2005 vs. 2004 and Q1 to Q	5: 2006 VS	. 2005

Q1	02
16	1 16
07	103
41	102
3	
37	133
15	-1
2	3
35	21
82	119
16	8
39	30
18	-4
-3	1 1 1
21	12
14	4
69	-63
-	323
19	12
19	21
-6	-8

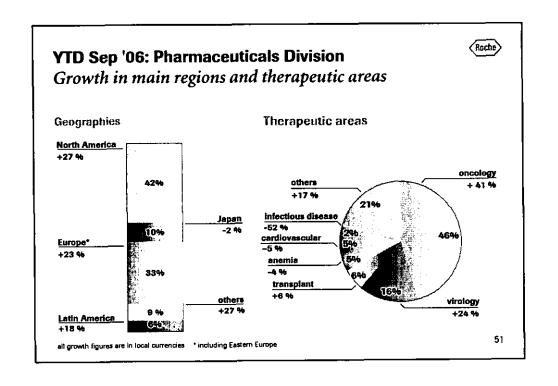
# Pharma local sales growth $^{1}$ in %

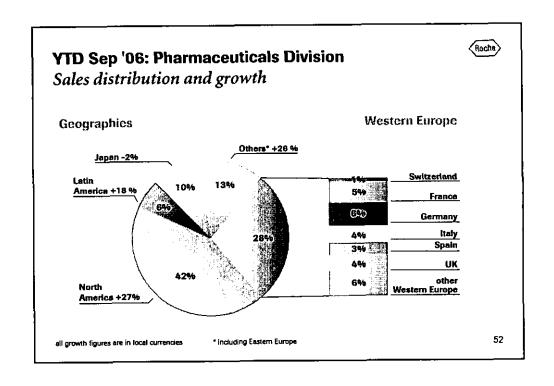


Top 20 products by region

		US				Japai	1		E	urope/	RoW	
	Q4	Q1	Q2	Qз	Q4	Qi	Q2	Qз	Q4	Q1	Q2	Qз
MabThera/Rituxan	20	7	16	9	5	3	-1	3	32	30	20	20
Herceptin	99	123	110	40	26	31	30	33	69	105	107	104
Avastin	88	96	72	34	-	-	-	-1	1203	654	294	162
NeoRecorm/Epogin	-	_	-	-	7	-3	-9	-22	16	6	5	8
Tamiflu	390	414	143	229	733	-33	367	6485	864	88	124	49
CellCept	44	32	6	9	22	15	20	19	9	2	-7	4
Pegasys	14	-14	-10	-11	3	-11	-24	-34	23	12	13	- 11
Xeloda	64	40	24	11	20	1	-5	-9	37	34	20	16
Tarceva	528	95	46	37	-	-	-	-1	-	-	2566	867
Xenical	18	24	15	8	-	-	-	-	7	14	7	-3
Xolair	57	39	30	34	-	-	-	-	-	-	-	-
Kytrii	-2	31	-20	5	11	6	9	4	9	13	4	-8
Nutropin	4	-3	1	5	-	-	-	-	-5	12	-4	10
Cymevene/Valcyte	14	15	20	32		-	-	-	36	27	5	19
Pulmozyme	15	12	0	7	-	-	-	-	16	18	10	10
Rocephin	-81	-96	-96	-89	14	-11	8	2	-10	-24	-9	-8
Boniva	_	_	262	818	-	-	-	-	-	-	-	
Neutrogin	-	-	-	-	18	19	12	1	-	-	-	
Activase/TNKase	25	19	19	9	-	-	-	-	6	14	33	7
Dilatrend	-	-	-	-	-	-	-	-1	3	-6	-8	-4

1 Q4; 2005 vs. 2004 and Q1 to Q3; 2006 vs. 2005









#### Pharmaceuticals Division

Product	Indication	Region
Avastin	2nd line mCRC	US
Avastin	NSCLC	US
Boniva/ Bonviva iv	Osteoporosis	US, EU
Epogin	Anemia in premature infants	Japan
Herceptin	Adjuvant BC	EU
Invirase (500 mg)	HIV	Japan
Femara	BC	Japan
Lucentis	AMD	US
MabThera/ Rituxan	Rheumatoid arthritis	US, EU
MabThera/ Rituxan	iNHL maintenance	US, EU
Rituxan	1st line aNHL	ŲS
Rituxan	1st line iNHL	US
Tamiflu	Influenza prophylaxis (ped.)	EU

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# **YTD Sep '06: 15 filings in major markets** *Pharmaceuticals Division*



Product	Indication	Region
Actemra	Rheumatoid arthritis	Japan
Avastin	NSCLC	US, EU
Avastin	mBC	US, EU
Avastin	mCRC	Japan
Herceptin	Adjuvant BC	US, EU
Herceptin	mBC (combo hormonal)	EU
Mircera	Renal anemia	US, EU
Rituxan	1st line aNHL	US
Rituxan	1st line iNHL	US
Tarceva	NSCLC	Japan
Xeloda	Gastric cancer	EU

